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AGRICULTURAL COOPERATION

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OHIO LIVESTOCK PRODUCERS ARE STRONG FOR COOPERATION

Producers from 45 Ohio counties attending the annual meeting of the Ohio Livestock Cooperative Association, held at Columbus recently, studied cooperative marketing for four half days. One session of the meeting was devoted to a consideration of local organization, a second to the organization and operation of county associations, a third to cooperation at terminal markets, and a fourth to problems arising out of direct selling to packers. One of the speakers referred to the livestock industry as a three-legged stool, with the producer, the packer, and the consumer, as the legs. He argued that if anything happened to any one of the three, the entire structure went down.

The 55 county associations reporting to the state association shipped livestock in 1924 valued at \$12,164,321. The average market expense for 1924 was 65.9 cents per cwt., or 3.8 cents less than in 1923. This 3.8 cents saving on the 142,000,000 pounds of livestock shipped was a saving of nearly \$54,000 to the producers.

Fifteen of the 55 county associations marketed more livestock in 1924 than in 1923.

It is estimated that the cooperative associations handled 29% of the hogs marketed from the 55 counties, 15.5% of the cattle, and 36% of the sheep. The banner county of the 55 shipped 13,163,880 pounds of livestock, which sold for \$1,112,805.

These county associations have been active in furnishing the backing necessary for the establishment of cooperative sales agencies on the Cleveland, Buffalo, Pittsburgh, and Cincinnati livestock markets. The Cincinnati agency began operating on February 9 of the present year.

In addition to a state association to coordinate their activities, the county associations have created the Eastern States Company, Columbus, Ohio, a cooperative enterprise to promote direct sales to packers, both in Ohio and in the eastern markets.

LIVESTOCK SHIPPERS RECEIVE PATRONAGE REFUNDS

Patronage refunds amounting to \$241,560 were made by the Central Cooperative Commission Association, St. Paul, Minn., during the three years ending December 31, 1924. Total sales during the three-year period were over \$71,000,000. The number of animals of each species handled were: cattle, 398,455; calves, 411,719; hogs, 2 848,303, sheep, 170,840; total animals, 3,829,317. The cost per car of handling livestock was \$8.27 in 1922; \$8.64 in 1923; and \$9.05 in 1924.

This association was organized in 1921 and began operating in August of that year. Figures have been compiled showing the growth of the enterprise since the beginning of 1922. The figures regarding the number of animals handled are as follows:

Year :	Cattle :	Calves :	Hogs :	Sheep :	Total
1922 :	131,897 :	117,219 :	691,356 :	58,858 :	999,330
1923 :	139,722 :	143,615 :	1,072,476 :	53,668 :	1,409,481
1924 :	126,836 :	150,885 :	1,084,471 :	58,314 :	1,420,506

Number of cars handled, total sales, net earnings and refunds by years are:

Year :	Cars Handled ^{1/} :	Total Sales :	Average cost of handling per car :	Net Earnings :	Patronage Refund :
1922 :	15,571 :	\$21,756,804 :	\$8.27 :	\$105,000 :	\$78,322
1923 :	20,337 :	24,723,051 :	8.64 :	96,373 :	72,753
1924 :	20,011 :	25,225,478 :	9.05 :	101,884 :	90,485

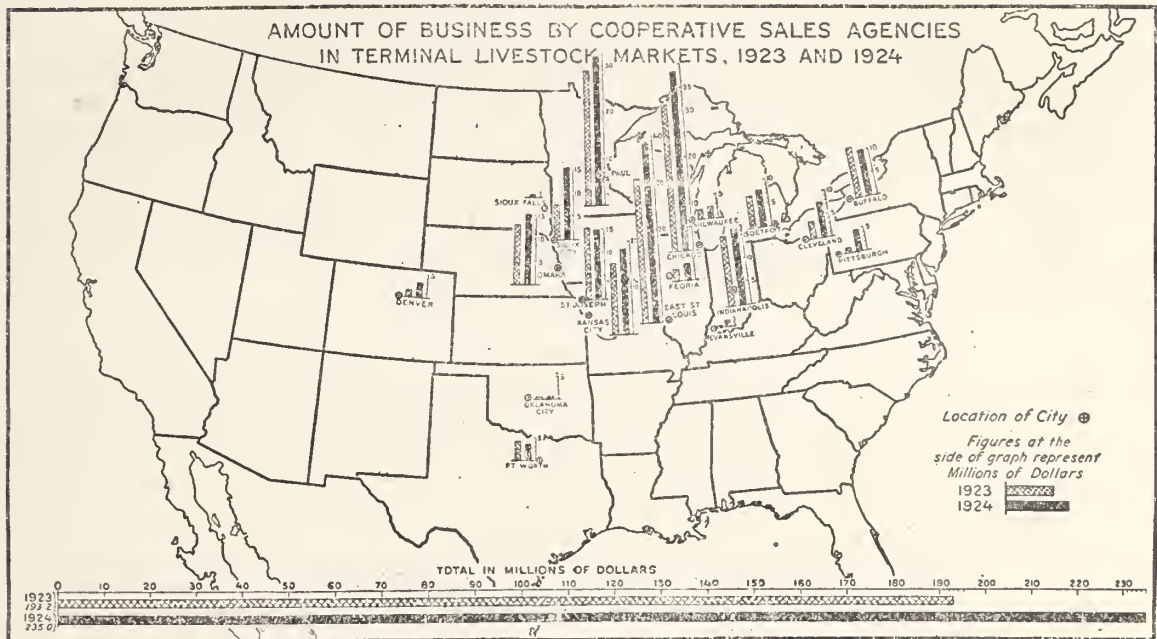
^{1/} Animals received by truck estimated in terms of cars.

At the annual meeting of the stockholders of the company held on February 11, attention was called to the fact that there had been a loss of \$8,396 during 1924 in the stocker and feeder department. However, as this department had been of great service to farmers, it was argued that the benefits overbalanced the loss.

Operating expenses for the year were \$191,256. An analysis of the cost per car made by the management gives the following percentages for the different activities: yard expense, 26.7 per cent; office, 22.6 per cent; selling, 20 per cent; general, 12.6 per cent; executive, 10.8 per cent; field, 7.3 per cent.

Attention was also called to the practice of the management of having the accounts audited monthly by the Minnesota Department of Agriculture and copies of the audit sent immediately to each director.

It was voted by the membership to give consideration during the coming year to the advisability of using marketing contracts.

COOPERATIVE TERMINAL LIVESTOCK BUSINESS IS INCREASING

Measured in dollars, 21% more business was handled by cooperative sales agencies operating in terminal livestock markets in 1924 than in 1923. Twenty-six farmer-owned and controlled sales agencies in 19 markets handled business to the amount of \$193,000,000 in 1923, and 25 agencies reported business to the amount of \$235,000,000 in 18 markets for 1924. In one market, Sioux Falls, S. D., the agency operating in 1923 was discontinued. At the Buffalo, Fort Worth, and St. Joseph markets, the sales for 1924 showed a decrease both in number of animals and in dollars, compared with 1923, but in each of the other 15 markets substantial increases were reported.

The greatest increase was at the Sioux City market where 1924 business exceeded the 1923 business by \$7,700,000. Approximately the same increase is credited to the East St. Louis market. Business at the Chicago terminal market increased by nearly \$7,000,000. Among the other markets in which there were notable increases were South St. Paul and Kansas City. The largest percentage gain was made by Pittsburgh where the business was nearly four times as large in 1924 as in 1923.

DANISH CREAMERY OPERATES THIRTY YEARS

Sales by the Danish Creamery Association, Fresno, Calif., for 1924, amounted to \$1,965,043. Expenses were \$260,202 and dividends accrued during the year amounted to \$3,132. A total of 3,549,647 pounds of butterfat was manufactured into butter. At the close of the year, the assets of the association were \$270,454, of which amount \$96,963 represented land and buildings after allowance for depreciation. There were outstanding on December 31, 1924, membership certificates to the amount of \$39,150. At the same time the working capital account showed a credit balance of \$74,543.

This creamery association was organized in 1895. It claims to have built the first creamery established in the San Joaquin Valley. In 1899, J. R. Murphy was employed as manager and has since continued in that capacity. There were 85 patrons in 1899 who furnished enough butterfat to permit of the manufacture of 250 pounds of butter a day. By 1920 the daily output of the enterprise had increased to 8,500 pounds of butter a day. At that time the association had 600 members and 25 trucks were used in collecting the butterfat. The number of members and the number of patrons contributing butterfat continued to increase during the years subsequent to 1920. By the close of 1922 the members numbered 684 and the patrons 1,081, and a year later the members numbered 748 and the patrons 1,281. At this time the association was receiving butterfat from five counties. Some of its trucks engaged in collecting cream, covered as many as 125 miles a day.

The growth of the association during the past four years is indicated by the following figures:

Year	Butter Made (pounds)	Sales	Expense	Assets
1921	2,822,269	\$1,288,233	\$195,006	\$-----
1922	3,461,251	1,577,809	195,173	214,541
1923	3,995,575	2,029,077	246,697	254,850
1924	-----	1,965,043	260,202	270,454

The greater part of the output of the association is sold in Los Angeles through the Challenge Cream and Butter Association, which is a sales agency cooperatively owned and operated by a number of cooperative creamery associations.

SUCCESSFUL YEAR FOR MINNESOTA CHEESE ASSOCIATION

A successful year is reported by the management of the Minnesota Cheese Producers' Association, Pine Island, Minn. A total of 3,458,753 pounds of cheese was handled during 1924.

During the three and one-half years it has been operating, the association has made excellent progress. The association reports that all cheese manufactured in 1924 was No. 1 grade.

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FINANCIAL STATUS OF MICHIGAN MILK PRODUCERS

Net gain for the Michigan Milk Producers' Association, Detroit, Mich., for the year ending September 30, 1924, was \$14,597. The income of the association for the year was \$94,764, received from dues, and the expenses, including \$10,000 for contingencies, were \$80,166. On September 30, the association had a net worth of \$96,548. Of this amount, \$33,000 was in stocks and bonds.

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MILK ASSOCIATION CLEARS UP INDEBTEDNESS

"A very prosperous year" is reported by the Milk Producers' Association, Chicago, Ill., for 1924. During the year many locals, which had been inactive for several years, were revived; the membership was increased to nearly 7,000, a figure which had not been reached in recent years; and funds received by the treasurer were sufficient to clear up all outstanding accounts, pay all expenses, and leave a small balance in the treasury. Receipts for the year amounted to \$42,693, and expenses to \$42,431. Of the total receipts, \$31,928 represented 1924 dues.

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DES MOINES DAIRY ASSOCIATION REPORTS SATISFACTORY PRICES

At the close of the year, the net worth of the Des Moines Co-operative Dairy Marketing Association, Des Moines, Iowa, was \$17,653, a gain of \$10,000 in three years. Net profits for 1924 were \$4,561, while current assets were \$16,821.

Membership increased during the year by 142, making a total of 1,025. The increase was made largely through local initiative.

Along the many problems which arise, the manager states that the biggest one is how to broaden the vision or knowledge of the individual member so he can grasp the entire marketing problem, as a cooperative association can succeed only in so far as the members understand and back up the work.

PRODUCERS TO BE RESPONSIBLE FOR SURPLUS MILK

During its first full year of business, the Scioto Valley Cooperative Milk Producers' Association, Columbus, Ohio, directed the sale of 112,142,910 pounds of milk. Nearly one-half (49%) of the quantity sold as Class 1 milk; 39% as Class 2 milk; and the remainder as Class 3 milk. Approximately 38% of the quantity was sold in Columbus and the remainder in the adjoining city of Newark. The total business in dollars amounted to \$2,573,270.

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ORLEANS EQUITY UNION CREAMERY CONTINUES TO GROW

Gross sales for the Farmers' Equity Cooperative Creamery Association, Orleans, Nebr., were \$627,060 for the year ending November 30, 1924. Of the total amount, \$610,512 represented butter sales; \$10,359, ice cream sales; and \$6,188, egg sales. The gross profit from the butter transactions was \$43,467; from the ice cream, \$3,973; and from the eggs handled, \$7. Administrative expense for the year amounted to \$28,485. Producers of butterfat received \$457,383, which was 77% of the sales value of the butter. A total of 1,690,144 pounds of butter was made at a manufacturing expense of \$112,000.

At the close of the business year the assets of the association were \$123,330 and the liabilities aside from those representing capital stock and surplus were but \$11,450. The depreciated value of the land, buildings, machinery and equipment of the association was approximately \$61,731. Outstanding capital stock amounted to \$77,112 and surplus to \$34,767.

Figures have been tabulated showing the growth of the association during the past eight years. These figures indicate that the quantity of butter manufactured has increased to four times that made in 1917. Net profits have increased from a loss of \$7,518 in 1917 to \$19,916 in 1924 and net worth was increased from \$3,411 in 1917 to \$111,880 in 1924.

The figures for the several years are given below:

Year	:	:	:	:	:	:	:	:	:
Ending	:	Butter Made	:	Net	:	Net Worth	:	:	:
Nov. 30	:	Amount	:	Index	:	Profit	:	Amount	:
	:	(pounds)	:		:		:		:
1917	:	384,257	:	100	:	\$7,518	:	\$ 3,411	:
1918 ^{1/}	:	315,206	:	82	:	8,518	:	12,305	:
1919	:	929,055	:	242	:	19,365	:	41,669	:
1920	:	1,065,607	:	277	:	10,227	:	50,017	:
1921	:	1,267,733	:	330	:	29,001	:	76,395	:
1922	:	1,555,074	:	405	:	32,279	:	96,425	:
1923	:	1,533,041	:	399	:	25,548	:	105,571	:
1924	:	1,690,144	:	440	:	19,916	:	111,880	:

^{1/} Loss

^{2/} Six months

SASKATCHEWAN CREAMERIES LOST MONEY LAST YEAR

A loss of \$68,004 was incurred by the Saskatchewan Co-operative Creameries, Ltd., Regina, Canada, during 1924. This was the net loss for the year after crediting a profit of \$12,000 made during the last half of the year. The association was created in 1917 by a special act by the Legislative Assembly of Saskatchewan.

The development of the organization during the seven years that it has been functioning is indicated by the following figures taken from the annual financial statements:

Year	Assets	Sales and Revenue	Net Worth
1917 ^{1/}	\$ 134,205	\$-----	\$ 87,446
1919 ^{1/}	715,553	2,458,222	433,094
1920 ^{1/}	1,725,993	2,458,709	470,560
1921 ^{1/}	1,452,456	-----	402,666
1922 ^{1/}	1,656,067	2,558,519	391,023
1923 ^{2/}	1,451,183	2,628,519	274,805
1924 ^{3/}	1,848,526	-----	206,999

1/ Year ending about November 1.

2/ Fourteen months ending December 31.

3/ Year ending December 31.

A change in management was made in 1924 and new policies developed. A campaign in behalf of extended markets was started and as a result outlets for butter were found in Winnipeg and Japan. A plant was established at Winnipeg for receiving a part of the output of the creameries and marketing in that city and in the cities of Fort William and Port Arthur.

A start was also made toward enlarging the business of handling poultry and poultry products. Efforts are being made to use the cold storage plants belonging to the association in serving the fruit growers organizations.

At the present time the association has 26 local creameries, six of which are also cold storage enterprises. There are 4,500 shareholders grouped in locals. Each local selects a representative to the annual meeting of the organization who casts the one vote to which the local is entitled.

The officers of the locals are depended upon largely to keep the members informed as to the activities of the association. At least once a year a representative from the central office visits each local and gives such information as is desired regarding the organization. These locals are scattered from the southern to the northern portion of the province.

(See Agricultural Cooperation for December 15, 1924, p. 418)

BIG BUSINESS IN BETTER BUTTER

Butter to the amount of 32,000,000 pounds was sold during 1924 through the Minnesota Cooperative Creameries Association, St. Paul, Minn., a sales agency established by farmer-owned and operated cooperative creameries, and now serving 476 creameries. Of the total amount, 18,000,000 pounds went to new markets. Over fifty per cent of the butter was sold under the trade-mark established by the association for sweet cream butter scoring 93 or higher.

Atlantic Coast cities from Maine to Florida were supplied with this special grade butter. Five hundred carlots were shipped to Boston.

At the close of 1924, the member creameries reported receiving milk and cream from 74,256 farmers with 714,685 milch cows.

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CANADIAN BUTTER MAKERS GO AFTER ENGLISH MARKET

Organized in 1920, the Manitoba Cooperative Dairies, Ltd., Winnipeg, Canada, in 1924 was making one-tenth of all the butter produced in the Province of Manitoba. Its output for 1920 was 371,000 pounds; for 1923, 1,097,000 pounds; and for 1924, 1,250,000 pounds. Seven carloads of its 1924 output was sold directly to dealers in Great Britain in competition with butter from New Zealand and Denmark. Many more carloads went to Great Britain after entering the channels of trade.

In 1924 an effort was made by the management of the organization to advertise the quality of the butter by exhibiting at industrial expositions and conventions. Exhibits were arranged for all the larger meetings held in the cities from Ottawa in the East to Victoria in the West, with the result that 15 first prizes were secured, 14 second prizes and 5 third prizes, also the Provincial Sweepstakes at Regina, a silver medal at Brandon, and a gold medal and a bronze trophy for all Canada at Vancouver.

The association is composed of 2,195 dairymen, scattered over the province of Manitoba. The cream is forwarded to Winnipeg largely by rail, where it is weighed, tested and graded. Producers are paid according to the quality of cream supplied. Four grades of butter are made, the best grade being considered the equal of New Zealand butter.

During the rush season of summer, the Winnipeg plant operates continuously, there being two shifts of butter makers. Association trucks meet all incoming trains and hurry all cans of cream to the plant where the cream is immediately made into butter.

As a result of the increase in the quantity of product handled, the cost of making has been reduced from 11.1 cents a pound in 1920, to 6.7 cents in 1923.

The association is farmer-owned and farmer-controlled. Each member has but one vote and there is no voting by proxy. Paid up capital is allowed a dividend of 7% per annum. The remainder of the income of the association above expenses of operation goes to the cream shippers.

CAPITAL FOR ASSOCIATION DERIVED FROM DEDUCTIONS

The Twin City Cooperative Egg and Poultry Association, St. Paul, Minn., closed the year 1924 with assets of \$32,442. The warehouse equipment, trucks, furniture and fixtures were valued at \$6,758.

Capital for the operation of this enterprise is obtained largely from membership fees and a deduction of one cent a dozen on returns from eggs and one cent a pound on returns from poultry. One-fourth of these deductions are placed in a sinking-fund account for the purpose of retiring loans, and three-fourths are available for working capital.

This organization is one of the locals comprising the Minnesota Cooperative Egg and Poultry Exchange, a sales agency created by the locals.

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CANADIANS SELL POULTRY AND EGGS COOPERATIVELY

Nineteen cars of dressed poultry, consisting of chickens and turkeys, were sold for \$91,193 in 1924 through the Manitoba Cooperative Poultry Marketing Association, Ltd., Hartney, Manitoba. This association began operating in 1922. It aims to market the poultry and eggs supplied by its members. During four months of the summer of 1924, it operated an egg station at Lauder, Manitoba. About twelve cars of eggs were handled, being sold principally in the East, although a few cars were sold on the Winnipeg market. All eggs were government inspected and labeled before shipment. Whereas growers were receiving but 13 cents a dozen from local buyers when the association began receiving eggs, the final basis of settlement, according to the management, was 21 cents for extras; 19 cents for No. 1; 14 cents for No. 2; and 12 cents for cracks.

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NO WITHDRAWALS FROM OREGON POULTRY ASSOCIATION

There were no withdrawals from the Pacific Cooperative Poultry Producers, Portland, Oreg., during the 30-day withdrawal period, from December 1, to January 1. Some members who had signified their intention of withdrawing, changed their minds and decided to stay with the organization.

The withdrawal clause in the association's marketing contract is a new feature. It was urged when the contract was drafted that to be successful, it should be made for three or more years, with no withdrawal privilege. However, the board of directors took the stand that, while an adequate supply of eggs must be assured, one year was long enough for the producer to be definitely bound, and that dissatisfied members should not be compelled to stay with the organization for a longer period.

It is the belief of the management that the more liberal the marketing contracts are made, the better it is for the cooperative movement.

A campaign for membership recently conducted, resulted in a substantial gain. When the final count was made, it was found that there were under contract, the owners of 307,000 hens. This was an increase of 17,000 hens.

POTATO GROWERS RECEIVE GOOD PERCENTAGE OF SALES

Members of the New York Cooperative Seed Potato Association, Inc., Syracuse, N. Y., received 87 per cent of the gross receipts from sales of potatoes and chemicals in 1924, according to the annual report. These sales amounted to \$74,829, of which the growers received \$65,218. Operating expenses totaled \$7,285, of which salaries and wages, \$4,410, and traveling expenses, \$810, were the largest items. The year closed with an undivided balance of \$671.

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COST OF MARKETING COLORADO POTATOES ANALYZED

An audit of the books of the Colorado Potato Growers' Exchange, Denver, Colo., on January 1, 1925, showed that 2,407 cars of potatoes were shipped during the period from July 14 to January 1. Gross sales totaled \$1,182,981. Freight, including heater and refrigerator charges, amounted to \$536,807, leaving the sum of \$646,173, of which \$18,746 was from the sale of onions. Based on the total weight shipped, the potatoes averaged 82¢ per cwt. net to the exchange, and the onions \$1.53 per cwt.

The total expense of operating the state exchange was approximately 7.5 cents per cwt. In addition to this there was a charge of 1.39 cents per cwt. to cover claims. Thus the total cost was 8.9 cents per cwt. An analysis of the items gives the following figures:

	<u>Cents per cwt.</u>
Office expense	1.31
Selling expense	4.59
Management expense	1.20
Field expense50
Total	<u>7.60</u>
Less interest earned and membership fees...	.10
Total	<u>7.50</u>
Claims	1.39
Total cost of operation	<u>8.89</u>

Expenses of the local associations, including cost of inspection, averaged nearly 4 cents per cwt., and the total of both state and local expenses amounted to 12.89 cents. About half the crop had been sold.

It is estimated that the state exchange has handled this portion of the crop for \$15,000 less than it cost to handle the same number of cars last year. Between \$20,000 and \$30,000 has also been saved the members in the purchase of about two million bags.

CALIFORNIA ASSOCIATION PLANS MORE ADVERTISING

An additional advertising appropriation designed to cover expenses during the balance of the 1924 crop period, has been authorized by the executive committee of the California Prune and Apricot Growers, San Jose, Calif. This appropriation will bring the total advertising expenditure of the association for the 1924 crop to thirteen-hundredths of a cent per pound, or \$2.60 per ton.

This supplemental campaign is to be a continuation and enlargement of the campaign conducted in a number of markets of the United States during the late fall. It is to be devoted exclusively to the two-pound Sunsweet carton. Bill boards, newspapers, window displays, direct-by-mail material, and personal calls by salesmen, will be employed.

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COOPERATIVES MAY JOIN DEALERS IN ADVERTISING CAMPAIGN

It has been proposed that the two thousand farmers' business organizations handling fruits and vegetables unite with the dealers in the channels of trade handling these products in launching a nation-wide campaign in behalf of increased consumption of both fruits and vegetables. A plan of procedure has been outlined by the National League of Commission Merchants of the United States, according to which, producers and dealers would cooperate in financing and executing a three-year program. It is suggested that an administrative body be created to raise funds and carry out an aggressive program, on the basis of a half-million dollars a year.

It is proposed that three appeals be employed, namely, health, appetite, and economy. As a slogan the following has been suggested: "Fresh Fruits and Vegetables-- the Defenders of the Nation's Health."

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CALIFORNIA CANNING PEACH GROWERS COMPLETE THIRD YEAR

The California Canning Peach Growers, San Francisco, Calif., closed its third year of activity with 1,255 members, representing 11,462 acres of cling peaches. During the 1924 withdrawal period, 178 members severed their connection with the association, but 160 new members were received during the year.

Peach deliveries for 1924 began on July 8 and continued to October 10. A total of 5,946 tons of peaches were canned on contract. These filled 267,713 cases. All but 17,713 cases had been sold by the close of the calendar year. Advances of from \$15 to \$30 a ton were made to growers after delivery of fruit. Other payments followed the advance and by the close of the fiscal year, from \$15 to \$40 a ton had been advanced to growers.

Total gross income from all sources for the year was \$100,608, and expenses \$69,304, leaving \$31,303 as the excess of income over expense. Assets of the association were \$295,429 on November 15, 1924.

YAKIMA GROWERS ADOPT NEW FINANCING PLAN

A new financing plan was presented to the members of the Yakima Fruit Growers' Association, Yakima, Wash., at the annual meeting held in January. As the plan was approved by the membership and the board of directors, and also endorsed by the bankers interested, it is now being put into practice. Under the changed system the financing will be divided into four funds, as follows: the fixed-asset fund, the equipment fund, the preharvest advance fund, and the general fund.

As great difficulty has arisen from the necessity for using the liquid assets of the organization for buildings, machinery and equipment, it is now proposed to relieve the general fund and finance construction work by issuing bonds in the amount needed and at the time each individual improvement is undertaken. At the present time the association is offering \$35,000 in bonds to cover the cost of enlarging the ice-making equipment at Zillah. No construction work is to be undertaken which can not be fully financed from this fund.

To create the equipment fund a small per-box assessment will be set aside, sufficient to amount to \$5,000 or \$10,000 annually, according to the budget, and from this fund renewals of equipment, such as sizing machines, trucks, automobiles, office equipment, will be purchased. There is to be no increase in the per-box assessment, merely a setting aside of a specified portion for this line of expense, and limiting the purchases to the amount of the fund.

Preharvest advances, after approval by the advance committee, will be made on the basis of interest-bearing notes on the amounts advanced. Arrangements have been made with the banks to finance preharvest advances on the note of the association with the growers' notes as collateral. A small interest charge in excess of the amount the association has to pay, will be made on the growers' notes to cover, in part, at least, the expense of handling such advances. Should the grower for any reason have a delinquent account at the end of the season he will be required to give a new note. These advances will be held to a minimum.

The general operating fund will contain the general revenues accruing from the sale, warehousing, and packing of fruit, and the handling of supplies. The measures adopted are designed to relieve this fund so that a part of it will not be tied up in buildings, equipment or advances.

Preparations are being made to operate the coming season on the basis of 2,500 or 3,500 car loads, and managers of warehouses have been advised that in nearly all districts there will be opportunities for a few more growers who raise desirable fruit to market their crops through the association. It is proposed to admit only growers the quality of whose fruit satisfies the requirements of the association. The Yakima Fruit Growers' Association has a high standing as a selling agency and as a service organization. This the management believes is due not only to its selling policy, but also to selection of fruit to be sold, and the efficient operation of the packing houses. The principal advantage to be gained by an increased tonnage will be a further reduction in fixed charges.

IOWA ELEVATOR COMPANIES ISSUE NEW PERIODICAL

A new periodical entitled "The Farmer Grain Dealer," appeared in January as the official publication of the Farmers Grain Dealers Association of Iowa. This new house organ has 24 pages, 4-3/4 x 7-3/4, and the first number contains a brief history of the association, the program for the annual meeting, the annual report of the Farmers' National Cooperative Elevator Mutual Insurance Association of Iowa, editorials, and miscellaneous matter. J. P. Larson is the editor and Fort Dodge is the place of publication.

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MANITOBA COOPERATIVES HAVE NEW PERIODICAL

"The Scoop Shovel," of which a few numbers were issued in 1924 in mimeographed form by the Manitoba Cooperative Wheat Producers, Ltd., Winnipeg, Manitoba, appeared in January in printed form. The publication is now a 16-page monthly, containing news, editorials, special signed articles, illustrations and advertisements. The Manitoba Cooperative Dairies, the cattle pool, and the egg pool, are all cooperating in issuing the periodical and each has its own department.

The editor aspires to make the Scoop Shovel "the cooperative forum for our province, a little paper to which the farmer may look for information regarding truly cooperative organizations."

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MANITOBA GRAIN MARKETING PROGRAM EXPANDING

Beginning with the 1925 crop, the Manitoba Cooperative Wheat Producers, Ltd., Winnipeg, Manitoba, will handle on a pool basis coarse grains, oats, barley, flax, rye and mixed grains. A five-year contract has been drafted to cover these grains and is being submitted to the growers for signature. The new marketing program will become effective when five thousand growers have signed the contract. August 1 has been set as the date for completion of the campaign. Liquidated damages have been placed as follows: Oats, 10 cents a bushel; barley, 15 cents; rye, 20 cents; and flax, 50 cents.

Another new step being taken by this organization is in connection with acquiring elevators for the purpose of handling the grain of its members. At a recent meeting of the board of directors, a memorandum was adopted which commits the association to the program of leasing, purchasing or constructing elevators. The Manitoba legislature is to be asked for a special act creating the "Manitoba Pool Elevators, Limited" as a subsidiary, with a capital of one million dollars. It is announced that the pool elevators are to "be operated on a truly cooperative plan which will allow the pool member to have his grain handled at cost."

TEXAS COTTON ASSOCIATION PUBLISHES FOLDERS

A series of folders has been published by the Texas Farm Bureau Cotton Association for distribution among members and prospective members. These folders range in size from four to sixteen pages and cover. Some of the more recent publications are entitled: "What is the Texas Farm Bureau Cotton Association?" "How a Cooperative Marketing Association Compares with a Capital Stock Corporation," "How the Grower Benefits through Cooperative Marketing," "Farmers' Problems and How to Solve Them," "Information You Should Have on Cooperative Marketing of the Texas Cotton Crop," and "Approval Given to Cooperative Marketing."

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EDUCATIONAL CAMPAIGN BEGUN BY GEORGIA COTTON GROWERS

An educational campaign was begun on February 16 by the Georgia Cotton Growers' Cooperative Association, Atlanta, Ga., and continued through the week. About 75 meetings were held in various parts of the state and addresses were made by able speakers and leaders in the cooperative movement. This campaign was a result of a meeting of farmers, bankers, educators, and others, held recently at Athens, at which a farm program for the state was adopted. This program calls for diversification of crops to the extent of making each farm self-sustaining, for adequate financing at reasonable rates, and for cooperative marketing of products that the producers may have a fair share of the consumer's dollar.

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ARKANSAS PLANNING FOR AGRICULTURAL CREDIT CORPORATION

Two resolutions of importance were adopted by the directors of the Arkansas Cotton Growers' Cooperative Association, Little Rock, Ark., at a February meeting. One was to authorize the formation, under the leadership of the cotton association, of a state-wide, agricultural credit corporation designed to furnish funds to the farmers for raising and marketing their crops, at moderate interest and on easy terms.

The other resolution was an endorsement of the standard field service plan of the American Cotton Growers' Exchange. This plan has for its main feature the establishment of contact with the individual members through local group leaders. These leaders are not in the employ of the association but are volunteers who will serve as contact men between the membership and the six district supervisors. The activities of the district supervisors are directed from the central office. They are expected to visit the group leaders regularly and assist in settling questions which may be brought to the group leaders by the members who are scattered through 65 counties of the state.

TOBACCO CHECKS MAILED ON FRIDAY THE THIRTEENTH

On Friday, the thirteenth of March, 1925, checks totaling \$6,070,966 were mailed to the members of the Burley Tobacco Growers' Cooperative Association, Lexington, Ky. This sum was the fourth and final payment on the 1922 crop of Burley tobacco. The dates of the several payments and the amounts were as follows:

First payment, made on delivery,	\$18,738,257.06
Second " " June 4, 1923,	14,983,302.07
Third " " May 20, 1924,	9,596,751.97
Fourth " " March 13, 1925,	<u>6,070,966.79</u>
Total	49,389,277.89

As there were over 96,000,000 pounds in the 1922 pool, the average return to growers, all grades considered, was approximately 25 cents a pound.

Net sales were in excess of \$51,800,000 and of this amount the tobacco growers received approximately 95 per cent. Deductions made before final payment to the growers amounted to \$2,430,933. Of this sum, \$518,335 was a one per cent deduction made for reserve, and \$1,912,598 represented the expense incurred in connection with the marketing of the crop. These expenses amounted to nearly one cent a pound (97.06 cents per cwt.)

The more important items of expense and the cost of the services in cents per 100 pounds were as follows:

	(cents)
Executive officers, directors, warehouse managers.....	3.74
Receiving houses	23.78
Prizing	6.65
Storage and warehousing	26.95
Grading	9.55
General office	8.26
Legal department	1.11
Field service and community organization	3.93
Official organ (Burley Tobacco Grower)	1.64
Taxes, reserve for taxes	1.50
Interest and insurance	<u>9.95</u>
Total	97.06

The tobacco was handled in 54 pools and the payments to the growers varied according to the grade from \$6.90 per cwt. to \$57.20. Ten pools sold so as to net the grower \$40 or more per 100 pounds. For two pools the growers received more than 50 cents a pound.

Since the first day of December, the association has sold enough of the tobacco of the 1923 crop to pay all advances made on this crop and also enough tobacco of the 1924 crop to cover the advances on that crop.

FINAL SETTLEMENT BEING MADE FOR TWO TOBACCO CROPS

Plans announced by the Tobacco Growers' Cooperative Association, Raleigh, N. C., early in February, included the final settlement on the 1922 and 1923 crops to members in Eastern North Carolina on February 7, also final settlement on the 1922 crop in the old bright belt of Virginia and North Carolina by March 16, and on the 1923 crop to South Carolina members by March 16. The management reports that only 14,000,000 pounds of tobacco remains unsold of the 343,000,000 pounds received in the past two years.

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TOBACCO ASSOCIATION COMPLETES PAYMENT ON BROADLEAF

Final payments on broadleaf tobacco of the 1922 crop were completed early in March by the Connecticut Valley Tobacco Association, Hartford, Conn. This distribution amounted to \$702,000 and brought the net total to members on 1922 broadleaf to \$3,724,723. First payments on the 1924 crop and another payment on the 1923 crop are to follow as soon as possible. On account of the serious hail damage to the 1924 tobacco, the hail premiums are being deducted from the first payments on the 1924 crop, while the hail premiums on the 1923 crop will be deducted from the second payment.

Growers are urged to make germination tests of their seed before planting.

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NEW MANAGEMENT FOR MIAMI VALLEY TOBACCO ASSOCIATION

Sixty thousand cases of tobacco of the 1923 crop were delivered to the Miami Valley Tobacco Growers' Cooperative Association, Dayton, Ohio, for handling. So far, 53,000 cases have been disposed of, leaving but 7,000 still to be handled.

Plans are now being made by the association management to receive the 1924 crop, which is estimated at 40,000 cases. A new manager and assistant manager have been installed and arrangements have been made with a banking institution to act as trustee in connection with the financing transactions of the association.

It is proposed, in connection with receiving the 1924 crop, to draw samples in the presence of the grower. These samples will go forward to the association's sample room at Dayton, where they will be graded for the purpose of furnishing a basis for final settlement.

A saving of \$30,000 in handling expenses is contemplated as a result of the use of second-hand boxes which the association is supplying to growers.

MICHIGAN WOOL GROWERS WILL SELL WITH OHIO GROWERS AGAIN

Meetings of wool growers were recently held in ten Michigan counties preparatory to the cooperative marketing of the 1925 clip. As last year, the wool will be marketed through the Ohio Wool Growers' Cooperative Marketing Association, Columbus, Ohio. It is proposed to handle the clips in two pools, one closing September 1, 1925, and the other, March 1, 1926. Producers will be permitted to have their clips included in either pool.

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INDIANA WOOL POOL PLANS CAMPAIGN FOR 1925

Plans for the expansion of the Indiana wool pool were made at a meeting held recently at Indianapolis, Ind., by the Indiana Farm Bureau Federation. Wool growers from 30 Indiana counties were represented at this meeting. Discussions of marketing of wool and furtherance of the wool growing industry in Indiana featured the meeting. A wool pool director was appointed, also a committee to assist him in the details of the marketing campaign. It was decided to make an additional deduction of 10 cents a hundred pounds for organization work in the counties. This will be deducted along with the handling charge at the wool warehouse.

The Grant County plan of paying advances to wool growers on delivery of the fleeces, or in certain cases before shearing, was explained. Under this plan, several men sign notes, and the money obtained is used to pay those desiring advances. Many of those present were of the opinion that this plan, or one similar, would be advantageous in increasing the quantity of wool to be pooled in Indiana this year.

Before the world war, it was pointed out, only two counties were organized with local pools. By 1919, thirteen or fourteen counties were pooling, and in 1920 the Farm Bureau began to take an interest in wool marketing. To-day, growers in more than sixty counties are interested in selling their wool in an organized way, and breeders' associations and boys' clubs have been taking an active interest. As only 1,800 of the 32,000 wool growers in Indiana are cooperating, it is planned to conduct a campaign for new members.

Statistics show that in 1924, 1,570 shippers consigned 350,035 pounds of wool from Indiana to the pool, with a total gross value of \$151,537. Total freight was given as \$2,217; total cartage, \$158; total commissions, \$9,626; total loading charges, \$632, making the net value of the wool shipped, \$138,904. The expense per pound was 3.6 cents and the average net price per pound, 39.6 cents.

ALABAMA FARMERS BUY FERTILIZER COOPERATIVELY

Orders for more than 75,000 tons of fertilizer have been placed by the farmers of Alabama with the Alabama Farm Bureau Federation. These orders call for 30,000 tons of nitrate of soda, 35,000 tons of acid phosphate, and smaller quantities of kainit, muriate of potash, and basis slag.

The purchases of fertilizer for the farm bureau units are being made by a committee who contracted for the material at stipulated prices. The fertilizers are being billed to farmers at the same price that the manufacturers are making to the dealers, and later in the season members are to receive rebates in proportion to their purchases, the difference between the cost price, and the price at which fertilizers were distributed.

As a result of cooperation between the Alabama Farm Bureau Federation and the Agricultural Committee of the Alabama Bankers' Association, a banker representative has been appointed for each of the 67 counties of the state, to assist the farmers with their credit problems.

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NEW HAMPSHIRE COOPERATIVE BUYS FOR NINE HUNDRED MEMBERS

Sales for the Merrimack Farmers' Exchange, Inc., Concord, N. H., for the nine months ending with February, amounted to \$593,640, or nearly three times the assets of the organization. The goods cost \$514,038, leaving \$79,602 as the gross profit for the nine-months period. Expenses were \$52,353, and the net profit was approximately \$27,000. Assets on February 28 were \$204,100 including land, buildings and machinery valued at nearly \$60,000. The assets also included \$16,000 in cash and merchandise inventoried at \$98,809.

There was outstanding capital stock to the amount of \$130,000 and the surplus account showed a credit balance of \$27,400.

This association has an authorized capital stock of \$200,000 divided into shares of \$25 each. Dividends on capital stock are limited to 6%. Each member has but one vote regardless of the number of shares he may hold.

The association, which was organized June 28, 1920, and began operating the following September, serves approximately 900 members in the territory tributary to Concord. Feeds, fertilizers and supplies are bought for the membership. The exchange is operating a feed mill, grain elevator and warehouse at Concord with storage space for 23,000 bushels of bulk grain and 1,000 tons of sacked grain. It is also operating branches at Derry, Goffstown, and New Boston.

MARKETING CONTRACT OF POTATO EXCHANGE HELD VALID

Judge C. A. Nye, of the Seventh Judicial District of Minnesota, recently held the contract of the Minnesota Potato Growers' Exchange valid, in a case brought by it against A. L. Fobes, one of its members, for the purpose of enjoining him from disposing of potatoes outside of the exchange. The court, however, refused to issue an injunction against Mr. Fobes for the reason that it appeared that Mr. Fobes' son had grown the particular potatoes in question on land given to him by his father prior to the time that his father signed a contract with the exchange.

L. S. Hulbert.

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KENTUCKY COURT SUSTAINS BURLEY TOBACCO GROWERS

The Circuit Court at Lexington, Kentucky, recently decided the case of the Burley Tobacco Growers' Cooperative Association v. Rowland et al. in favor of the association. This case is of particular interest because it appeared that Mr. Rowland, who was a member of the association, rented tobacco land to a tenant for cash. The tenant knew at the time he leased the land that Mr. Rowland was a member of the association and under contract with it to deliver all tobacco grown by him to the association for marketing. Under the circumstances the court enjoined the defendants, the landlord and the tenant, from disposing of the tobacco produced on the land of Mr. Rowland outside the association.

L. S. Hulbert.

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INDIANA PASSES COOPERATIVE MARKETING ACT

The State of Indiana has recently enacted a statute providing for the incorporation of stock and nonstock cooperative marketing associations. This statute is similar to those which have been passed in a number of states for the same purpose. The statute provides that members of associations formed under it may place crop mortgages upon their crops, but that such crop mortgages shall be subordinate to the right of such association to take delivery of the crops covered by their contracts, and that, in such cases, the mortgagees shall serve proper notice upon the association concerned, and thereupon the proportionate proceeds due or payable to the grower shall become subject to the mortgage in lieu of the crop originally covered thereby. In case the amount thus received is insufficient to pay the crop mortgage, the grower is liable for the balance due on the mortgage.

L. S. Hulbert.

UNION OF SOUTH AFRICA ENCOURAGES COOPERATIVES

"Cooperation is to-day a steadily increasing power in the life of the country," states the annual report of the Minister of Agriculture, Union of South Africa, for the year ending June 30, 1924. Approximately half the farmers of the country are members of some organization, few belonging to more than one society. The Cooperative Act of 1922 embodied the results of much experience in this and other countries and its provisions for safeguarding its members have caused it to be described as "the soundest of its kind." Careful investigations are made by the department of the need for and prospects of any proposed societies, and when conditions show that such an organization would be unsound or dangerous, registration is refused.

One hundred six new societies registered during the year. Of these, 3 were consumers' trading societies, 6 were existing agricultural societies formerly registered under the Companies Law, 25 were societies with limited liability, and 72 with unlimited liability.

The total number of societies and their memberships on June 30, 1924, was as follows:

Cooperative Societies		: Number of:	Number of
		: Societies:	Members
		:	:
Agricultural societies, unlimited liability	:	121	: 14,441
" " limited	:	102	: 22,004
Consumers' trading "	:	10	: 3,270
		:	:
Total	:	243	: 44,715

Among the organizations in operation are those for handling maize and general produce, wool, cotton, fruit, dried fruit, wine, meat, tobacco, dairy products, poultry products, sugar, ground nuts, timber and wattle-bark, honey, livestock. There are also insurance societies, trading or purchasing societies, and several federal exchanges.

Some of these groups are handling increasingly large amounts of business. Maize handled last year by societies in the Transvaal and Orange Free State amounted to 1,658,001 bags of 200 pounds each, compared with 801,711 the previous year. The wool and cotton groups report a successful year with increased volume of business; the Fruit-growers' Union was described in this periodical under date of October 20, 1924, p. 349. Of several societies marketing dried fruit, the largest last year sold 4,785,178 pounds, an increase of a million pounds over the previous year. Twenty dairy associations are in operation, seven of which are newly organized; notable progress in the establishment of egg circles was made. Much work was done by the Department of Agriculture to encourage and advise the producers of these and other lines of commodities. Educational work forms a large part of the program.

REPORT OF THIRD NATIONAL COOPERATIVE CONFERENCE PUBLISHED

The "Proceedings of the Third National Cooperative Marketing Conference," held in Washington, D. C., January 5-8, 1925, has recently been published by the National Council of Farmers' Cooperative Marketing Associations. The report of the meeting makes a booklet of 136 pages and contains the text of the many addresses, the report of the secretary, and the resolutions adopted.

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KENTUCKY FARMERS TO OPEN FOUR NEW STORES

Four new stores are to be opened during 1925 by the Farmers' Union Supply Company of Kentucky, Lexington, Ky., the state-wide chain-store system for farm supplies. Plans for this development were made at the recent meeting of the board of directors. At the present time the company is operating district warehouses at Lexington, Maysville and Louisville and is operating branch stores at fifteen points. Among the articles handled are, coal, hay, twine, salt, tankage, oil, tires, tubes, shingles, machinery and groceries.

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TWO EQUITY UNIONS MEET AT LIMA, OHIO

Annual meetings of two equity unions were held recently on successive days at Lima, Ohio. At the meeting of the Farmers' Equity Union Creamery, it was reported that 1,274,591 pounds of butter had been made during the first year of operation, and that ice cream sales had amounted to \$23,577. Members in attendance subscribed for additional capital stock to the amount of \$3,200.

Net profit for the Ohio Central Equity Exchange for the 1924 business year was reported as \$778 against \$180 for 1923. The coal business in 1924 was double that of the preceding year.

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FORTY-FOUR LOUISIANA PARISHES ENLISTED FOR MEMBERSHIP DRIVE

Forty-four Louisiana parishes have signed an agreement for a joint membership campaign for the Louisiana Farm Bureau and the various cooperative marketing associations. Under the plans the state will be divided into four districts, and in the cotton territory the main object will be to secure cotton contracts; in the rice territory, rice contracts; in the truck and potato section, truck and potato contracts; and in the strawberry section, strawberry contracts. The program is comprehensive and is expected to result in doubling or trebling the membership of the farm bureau and the marketing organizations. Work began March 10 in Grant Parish.

COPIES OF PRINTED MATERIAL WANTED

Association executives preparing printed reports, financial statements, circulars and leaflets for distribution, are requested to send ten, twenty or thirty copies of each to Agricultural Cooperation, Department of Agriculture, Washington, D. C., that these may be used in responding to requests for such material.

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NORTH DAKOTA STUDENT COLLECTING IMPORTANT DATA

"Cooperative Marketing as applied to Renville County, North Dakota," is the title of a study being conducted by a graduate student in the economics department of the North Dakota Agricultural College. It is expected that the material collected will be a valuable contribution to the nation-wide study of the beginnings of the agricultural-cooperative movement in the United States.

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NEW LIST OF HOUSE ORGANS AVAILABLE

A revised list of "Publications issued by Farmers' Business Organizations," has just been issued by the Division of Agricultural Cooperation, and is available for distribution. The list contains 89 entries grouped as follows: beans, 1; broomcorn, 1; cotton, 10; dairy products, 23; fruit, 12; grain, 8; livestock, 4; nuts, 3; peanuts, 2; potatoes, 4; poultry, 6; rice, 1; tobacco, 5; watermelons, 1; wool, 3; miscellaneous, 5.

Copies may be secured upon request to the Division of Agricultural Cooperation, Bureau of Agricultural Economics, Washington, D. C.

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ALFALFA MARKETING ASSOCIATION REPORTS A SURPLUS

Net sales by the Grimm Alfalfa Seed Producers' Association of North Dakota, Fargo, N. D., amounted to \$116,651 for the period November 1, 1921 to June 13, 1924. As \$107,966 was paid for the seeds handled, the gross profit on sales was \$8,684. Other items increased the total income to \$42,063. Expenses were \$32,480 and net profit was \$9,253. Assets on June 13, were \$14,602; outstanding capital stock was \$840 and surplus was \$11,176.

This association was organized in 1916. Its charter, issued under the cooperative law of North Dakota bears the date of February 18. It was formed to produce, grade, store, buy and sell Grimm alfalfa seed. The association acts as agent for producers, selling the seed at the market price and returning to the grower the proceeds less expense, a five per cent deduction for reserve, and an amount sufficient to pay dividends of 5% on capital stock.

DISTRIBUTION OF MEMBERSHIP OF FARMERS' BUSINESS ASSOCIATIONS

Nearly one-half (46.5%) of the 2,500,000 members credited to farmers' business organizations on January 1, 1925, were in the twelve North Central States. Slightly over 23% of the total membership was in the eight South Central States. Between 13% and 14% of the total number of members were in the South Atlantic States stretching from Delaware to Florida. Less than 3% were in the Mountain States and a trifle over 2% in the New England group of states.

The percentage of the total membership in each of the nine groups of states in 1915 and on January 1, 1925, was as follows:

Geographic Division	1915	1925
	(per cent)	(per cent)
New England	3.2	2.2
Middle Atlantic	9.8	5.6
East North Central	16.4	17.8
West North Central	39.0	28.7
South Atlantic	5.7	13.2
East South Central	5.5	12.8
West South Central	4.8	10.6
Mountain	5.4	2.6
Pacific	10.2	6.5
United States	100.0	100.0

The membership gains for the various groups of states from 1915 to 1925 ranged from 31,000 for the eight Mountain States to 463,000 for the seven West North Central States. The percentage gains varied from 88% for the mountain group to 789% for the South Atlantic States.

The numerical increase for each group and the percentage increase are given below:

Geographic Division	1915	1925	Increase	(per cent)
New England	21,000	55,000	34,000	162
Middle Atlantic	64,000	141,000	77,000	120
East North Central	107,000	444,000	337,000	314
West North Central	254,000	717,000	463,000	182
South Atlantic	37,000	329,000	292,000	789
East South Central	36,000	320,000	284,000	788
West South Central	31,000	264,000	233,000	751
Mountain	35,000	66,000	31,000	88
Pacific	66,000	164,000	98,000	148
United States	651,000	2,500,000	1,849,000	284

The estimates for 1915 and 1925 (January 1) are made on the basis of number of associations listed with the Department of Agriculture for those years which were 5,424 and 10,326 respectively. The number of associations reporting regarding membership was 4,683 in 1915 and 8,437 in 1925.

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